



News from the Frontier of Innovation

September 1999

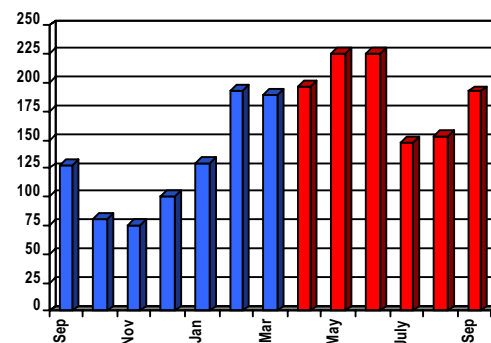
Monthly Activity Report from the Loudoun County Department of Economic Development

New Prospect Activity:

Prospect activity revved up during the month of September. Further, prospect activity remained well above levels achieved at this same time last year. During the past month the Department of Economic Development:

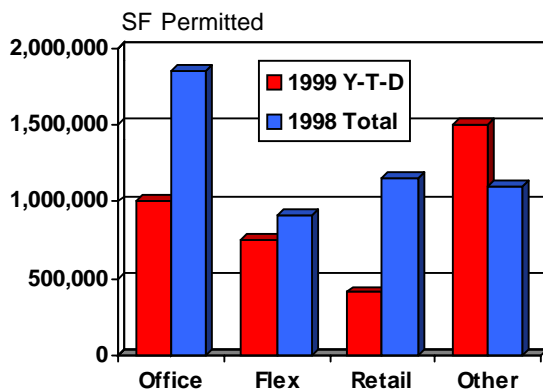
- @ Received 83 requests for general information
- @ Delivered 43 Packages/Presentations
- @ Worked with 12 new and 53 on-going prospects
- @ Conducted 1 site tour
- @ Issued 2 open door certificates

Total Prospect Activity
September 1998 - September 1999








New Construction Activity:

Nonresidential Construction
1998 Total and 1999 through August




So far this year, the County has permitted a total of 3,676,486 square feet of nonresidential construction. The year-to-date value of new buildings (\$165,158,498) and alterations (\$38,608,230) totals over \$209 million.


Loudoun County permitted 124,016 square feet during the month of August:


-  Office - 46,880 SF (9,000 SF last month)
-  Flex/Industrial - 72,768 SF (80,281 SF last month)
-  Retail - 0 SF (116,163 SF last month)
-  Other - 4,368 SF (98,928 SF last month)
-  Taxable - 124,016 SF (206,644 SF last month)
-  Route 28 - 119,648 SF (89,281 SF last month)

Announcements:


 **Vastera, Inc.**, has expanded their Loudoun Headquarters by 3,000 square feet. Established in 1992, Vastera is the leading provider of software, eContent, and services designed to help companies manage and automate international trade logistics.


 **Simplex Time Recorder Company**, has preleased 9,480 square feet at 22821 International Road. The international company, headquartered in Gardner, MA, provides fire, security, communications, time and workforce management systems to businesses and government agencies.


 **Jaspin Interactive has relocated its Loudoun** office to 21630 Ridgetop Circle. Jaspin, an Online and Internet Technologies Studio, can be contracted to fully develop your online area from inception to daily maintenance, or to perform task-based or emergency work.


 **Loudoun Executive Suites** has leased 13,000 square feet in the Lakeside building at Loudoun Tech. The company will provide fully furnished, individual, private office suites with all the amenities necessary for the business professional.

Noteworthy:


 Don't forget to stop by the 1999 "Link to Loudoun" Dulles Connection Expo. The trade show will be held this **Friday and Saturday, October 1st and 2nd from 10:00 AM to 9:30 PM** at the new Dulles Town Center. This weekend's event is sponsored by the Loudoun County Chamber of Commerce.

 Just a reminder that the annual **Loudoun Valleys Farm Color Tour** is coming this month. This year's event will be held **from 10:00 AM to 4:00 PM on Saturday, October 16th and Sunday, October 17th**. Maps and other information are available by contacting the Department of Economic Development's Ag Hotline at 703.777.0400.


 The Department of Economic Development is the sponsor of the October issue of **Loudounclear**. With the Chamber's annual Small Business Awards just around the corner, this month's issue focuses on Small Business, a preview of upcoming chamber events, and a feature story on some of our DED staff.


 Check out **www.loudounfarms.com**! For local farmers, the Loudoun Farms directory is a way to contact potential customers over the Internet. For consumers, it is a way to locate apples, pumpkins, strawberries, herbs, eggs, etc. from a local source.

 Christina Watson continues work on the new **Towns Outreach Program**. Expect to hear an update from her in November.

 The **BDRC research project** continues to move forward. The focus groups took place in mid-August. Look for detailed information before the end of the year.

During the month of September:

 The Department of Economic Development exhibited at "Innovations '99", a one day trade show sponsored by the Fairfax County Chamber of Commerce.

 Members of the DED Marketing Team took a group of participants from **the Northern Virginia Innovations Group** on a tour of the County. The tour was just one event at this year's three day annual meeting - "Creating the Future: How Smart Government Works '99" - which was held at Xerox Document University.